

VIVA

LEISURE

home of hiit

GROUNDÛP

COVID-19 PRESENTATION

25 March 2020

FNF

CLUBLIME

CLUBLIME
LADIES ONLY

CLUBLIME
AQUATICS

CLUBLIME
SWIM SCHOOL

CLUBLIME
PSYCLE LIFE

GymmyPT

hiit
republic

Studios
BY CLUB LIME

Important Notice and Disclaimer

Important information

The information in this presentation is general in nature and does not purport to be complete. It has been prepared by Viva Leisure Limited (the "Company") with due care but no representation or warranty, express or implied, is provided in relation to the accuracy, reliability, fairness or completeness of the information, opinions or conclusions in this presentation. The Company has not verified any of the contents of this presentation. Statements in this presentation are made only as of the date of this presentation unless otherwise stated and the information in this presentation remains subject to change without notice. Neither the Company, nor any Limited Party (as defined below) is responsible for updating, nor undertakes to update, this presentation. Items depicted in photographs and diagrams are not assets of the Company, unless stated.

Not financial product advice or offer

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other offer document under Australian law or the law of any other jurisdiction. This presentation is not financial product or investment advice, a recommendation to acquire securities or accounting, legal or tax advice. It has been prepared without taking into account the objectives, financial or tax situation or needs of individuals. Readers should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs and seek independent legal, taxation and other professional advice appropriate for their jurisdiction. This presentation is not and should not be considered as an offer or invitation of securities. In particular, this document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States.

Financial data

All dollar values are in Australian dollars (\$) or A\$) unless stated otherwise.

Effect of rounding

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

Past performance

Past performance and pro-forma financial information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company's views on its future financial performance or condition. Past performance of the Company cannot be relied upon as an indicator of (and provides no guidance as to) future Company performance.

Future performance

This presentation may contain certain 'forward-looking statements'. Forward-looking statements include those containing words such as: 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'likely', 'intend', 'should', 'could', 'may', 'target', 'plan', 'consider', 'foresee', 'aim', 'will' and other similar expressions. Any forward-looking statements, opinions and estimates (including forecast financial information) provided in this presentation are based on assumptions and contingencies which are subject to change without notice and involve known and unknown risks and uncertainties and other factors which are beyond the control of the Company. This includes any statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements may include indications, projections, forecasts and guidance on sales, earnings, dividends, distributions and other estimates.

Forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such statements and any projections and assumptions on which those statements are based. These statements may assume the success of the Company's business strategies.

The success of any of these strategies is subject to uncertainties and contingencies beyond the Company's control, and no assurance can be given that any of the strategies will be effective or that the anticipated benefits from the strategies will be realised in the period for which the forward-looking statement may have been prepared or otherwise. Readers are cautioned not to place undue reliance on forward-looking statements and except as required by law or regulation, the Company assumes no obligation to update these forward-looking statements. To the maximum extent permitted by law, the Company and its related bodies corporate, officers, employees, agents and advisers (the "Limited Parties"):

- disclaim any obligations or undertaking to release any updates or revisions to the information to reflect any change in expectations or assumptions;
- do not make any representation or warranty, express or implied, as to the accuracy, reliability, fairness or completeness of such information, or likelihood of fulfilment of any forward-looking statement or any event or results expressed or implied in any forward-looking statement; and
- disclaim all responsibility and liability for these forward-looking statements (including, without limitation, liability for negligence).

Market Announcement

This presentation should be read in conjunction with the ASX Market Announcement

Viva Leisure temporarily closes all its clubs due to COVID-19

dated 25 March 2020

home of hiit

A row of various exercise bikes is lined up against a dark, horizontally-slatted wall. The bikes include several upright bikes with large flywheels and some with dual handlebars. To the right, a stack of colorful weight plates (yellow, green, red, blue) is visible. The overall scene is a fitness studio or gym.

Timeline of events

Timeline of Events

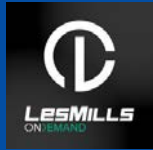
- 18 Mar 2020
 - New “Indoor Gathering” limits implemented
 - *“Settings like gyms, indoor fitness centres and swimming pools are not required to close at this time...”*
 - Source: <https://www.pm.gov.au/media/update-coronavirus-measures>
- 22 Mar 2020
 - Places of social gathering restrictions announced
 - *“The following facilities will be restricted from opening from midday local time 23 March 2020*
 - *Gyms and indoor sporting venues”*
 - Source: <https://www.pm.gov.au/media/update-coronavirus-measures-220320>
- 23 Mar 2020
 - Viva Leisure temporarily closes all its facilities
 - Viva Leisure activates ‘at home’ work-out and work-in options via apps for members
 - OPEX and CAPEX saving measures implemented



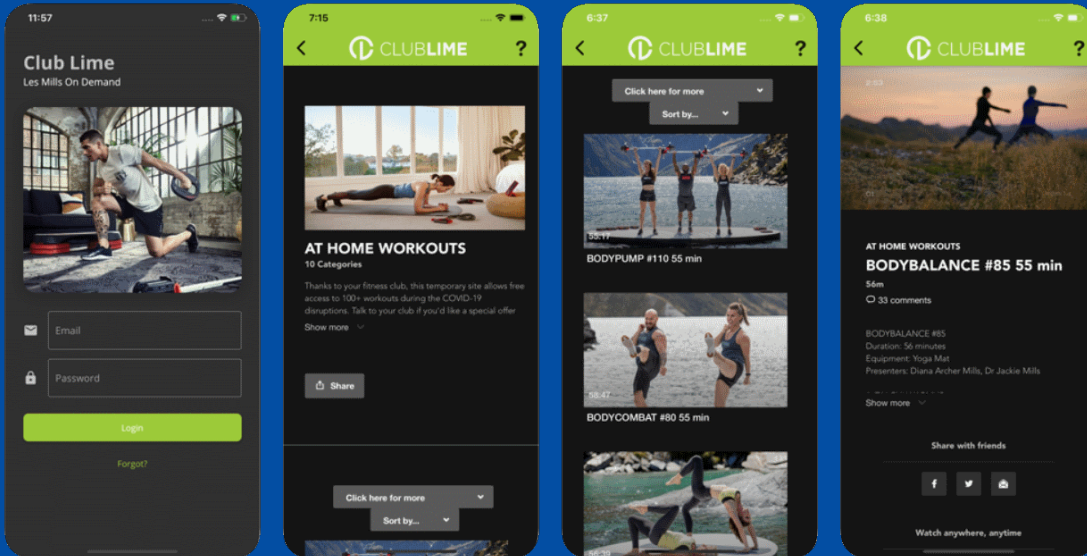
CLUBLIME

At home workout options

At home workout apps and options



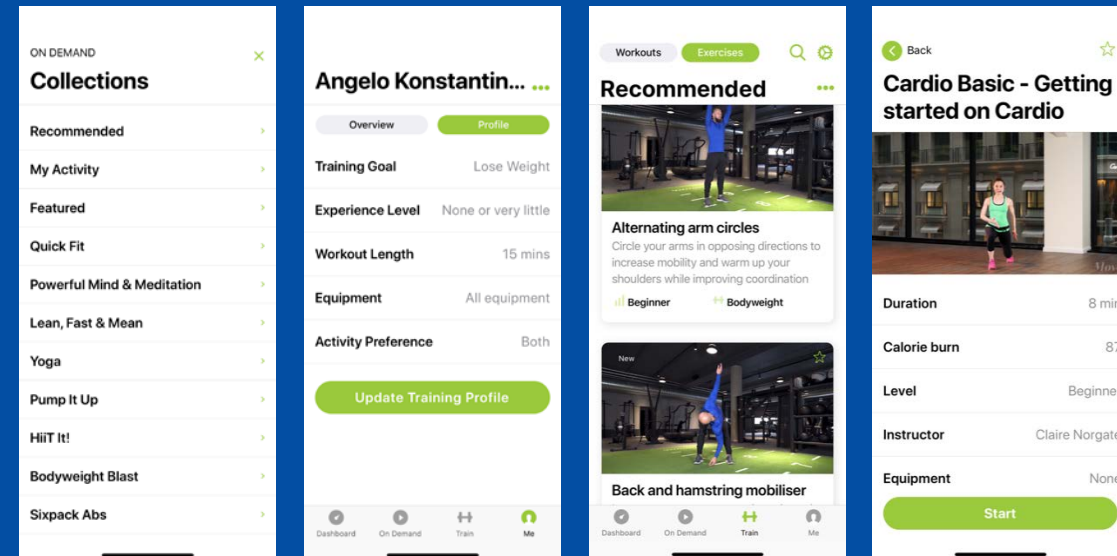
Club Lime LMOD app



The Club Lime LMOD (Les Mills on Demand) app has over 100 LesMills group fitness class options members can do from home.



Club Lime Workouts on Demand app

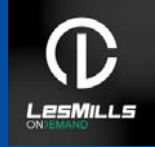


The Club Lime Workouts on Demand app uses AI to determine the best classes and training members should do to achieve their “Training Goal”. Over 500 at home class options available (Launching later this week)



At home workout apps and options

Club Lime Digital Membership



Club Lime LMOD app



Club Lime Workouts on Demand app

Live Classes broadcast via



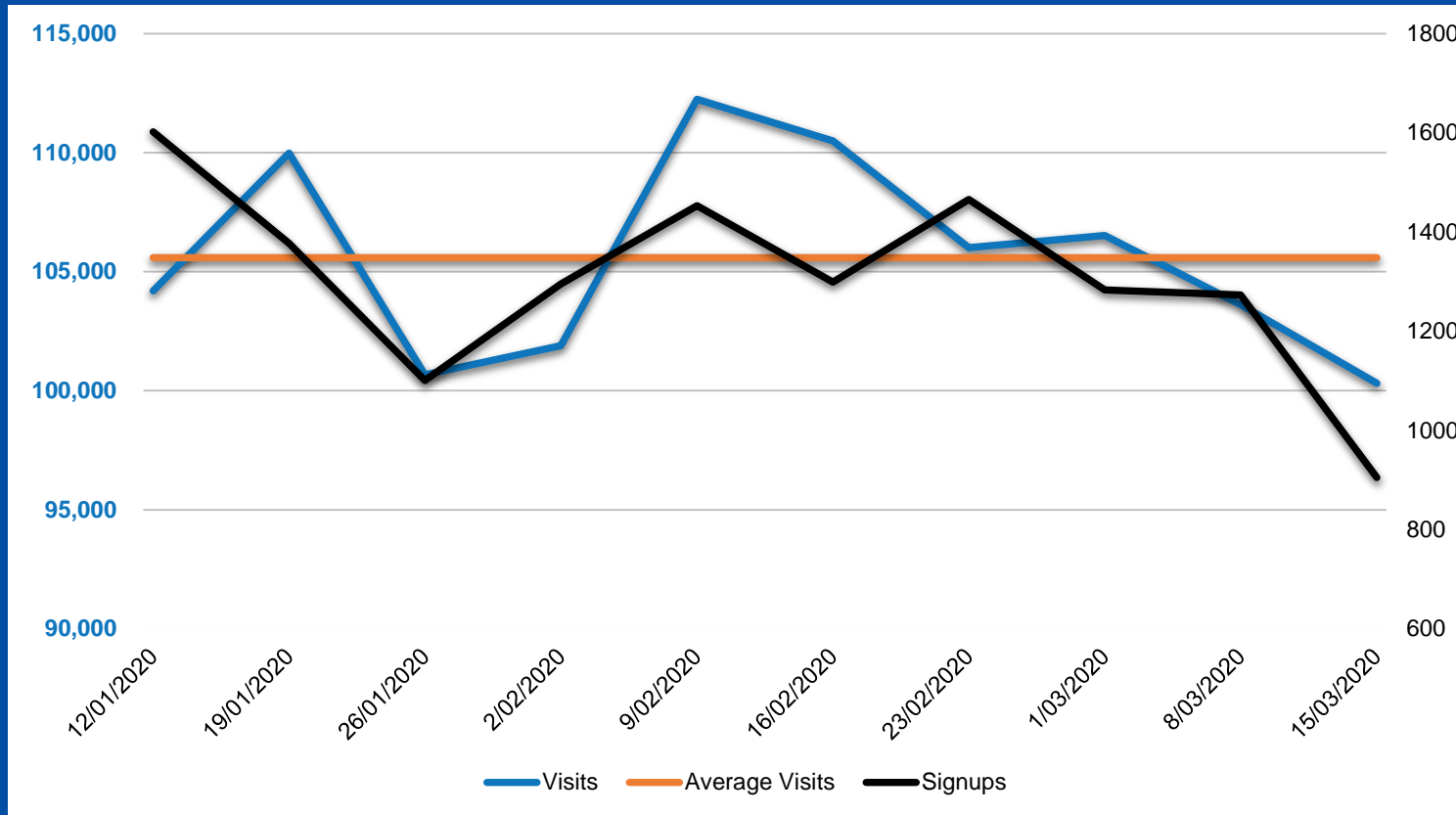
Personal Trainers on Demand (Email & Phone)

- \$4 per week
- Includes access to all features of the Digital Membership
- All members automatically moved to this membership type, but can opt-out
- Forecasting 50,000 members to take up offer while facilities closed



Current Trading

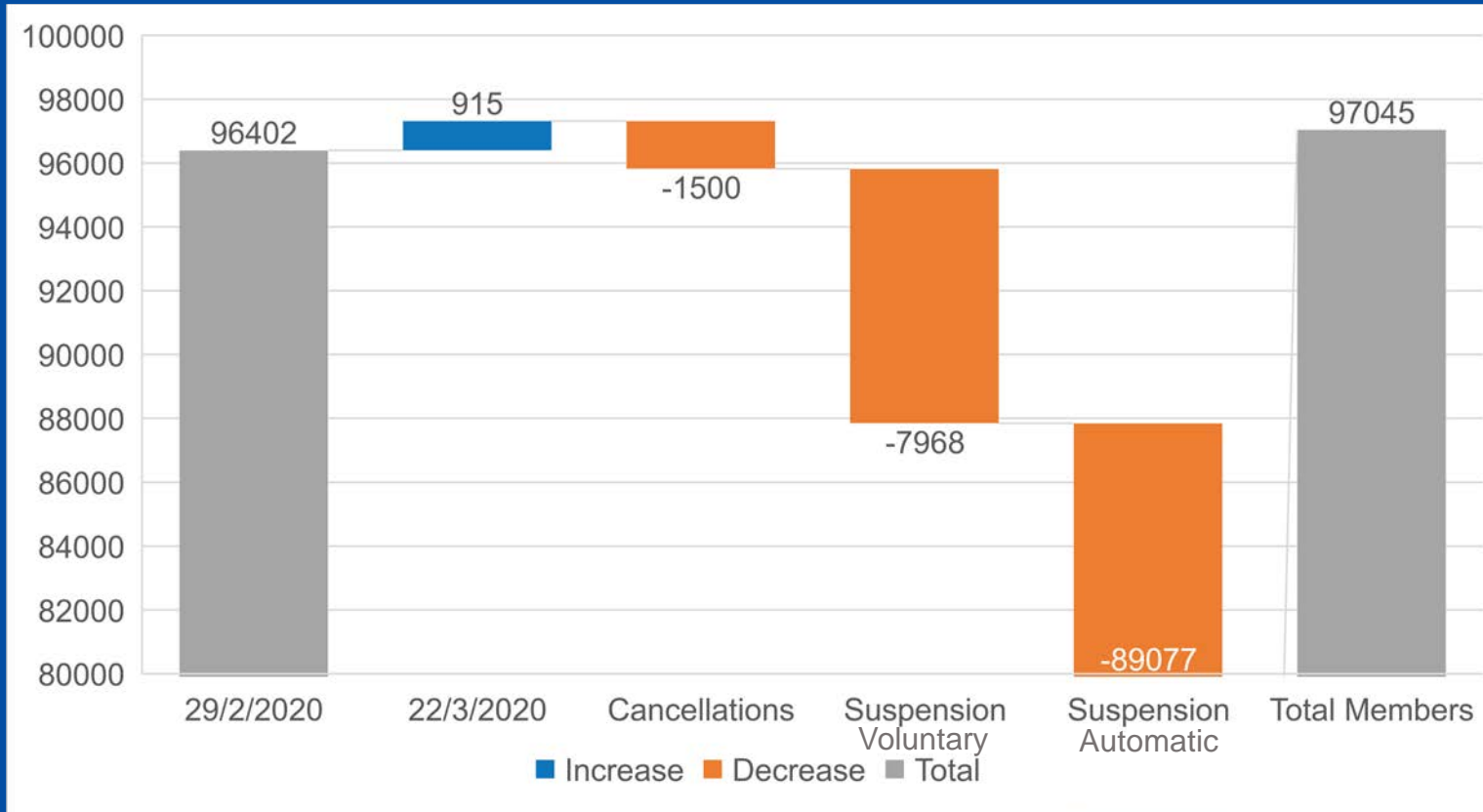
Weekly Visits and Signups



Highlights

- Visits to facilities averaged 105,593 per week for the first 3 months of CY2020
- Visits across portfolio above 100,000 each week since first week of January 2020
- Peak visits 112,240 (W/E 9 Feb 2020)
- Signups average 1,305 per week across period
- Signups highest week 1,602, lowest week 905
- All statistics excluding FitnFast

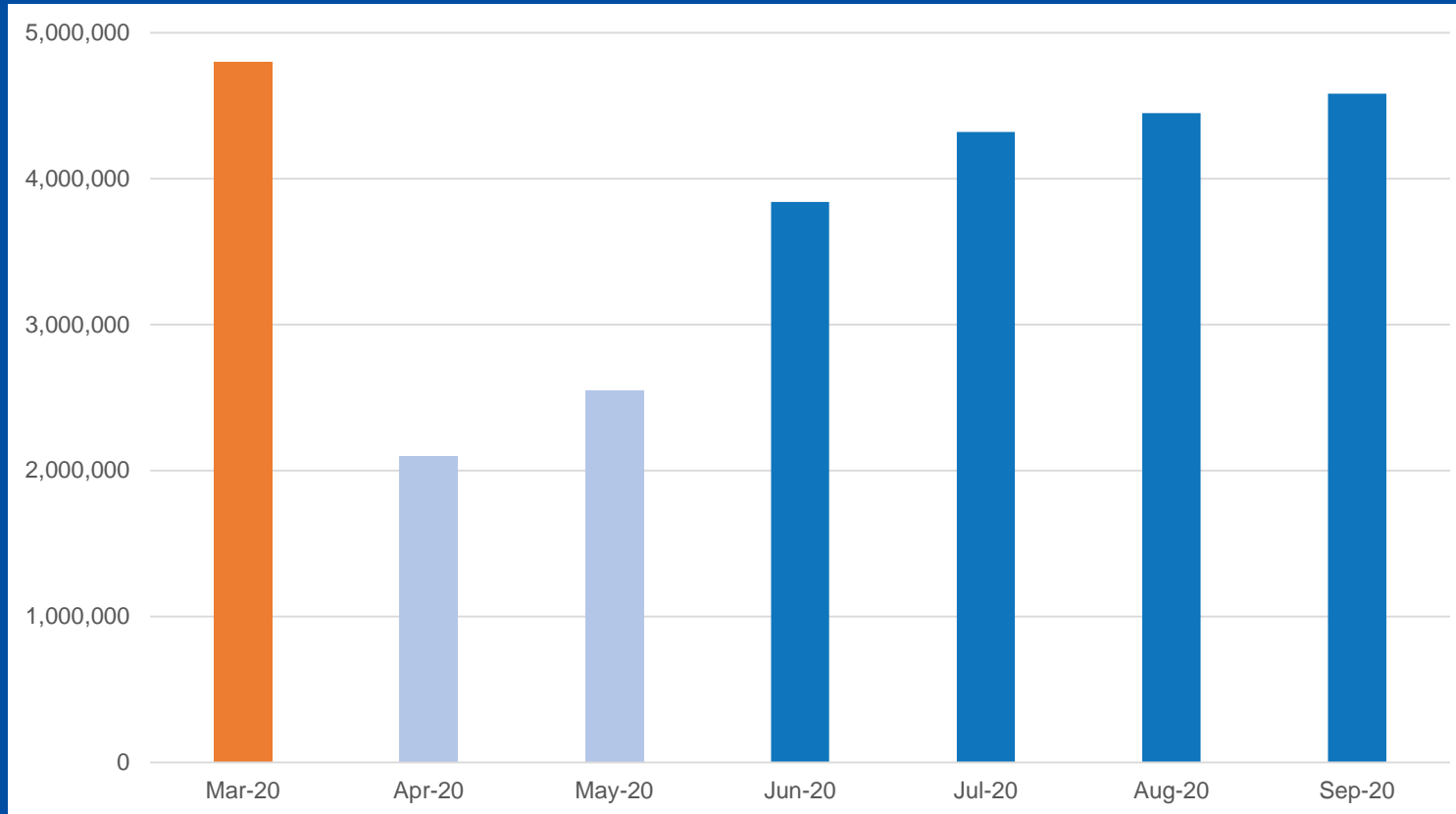
Membership Movement



Highlights

- A total of 915 net new members were added in the first 3 weeks of March
- Net member growth for March when taking into account cancellations was negative ~600
- Members who voluntarily put their membership on hold prior to the temporary shutdown were ~8k
- Total Members automatically on suspension ~89k
- Total members currently scheduled to come off suspension post reopen

Operational Expenses



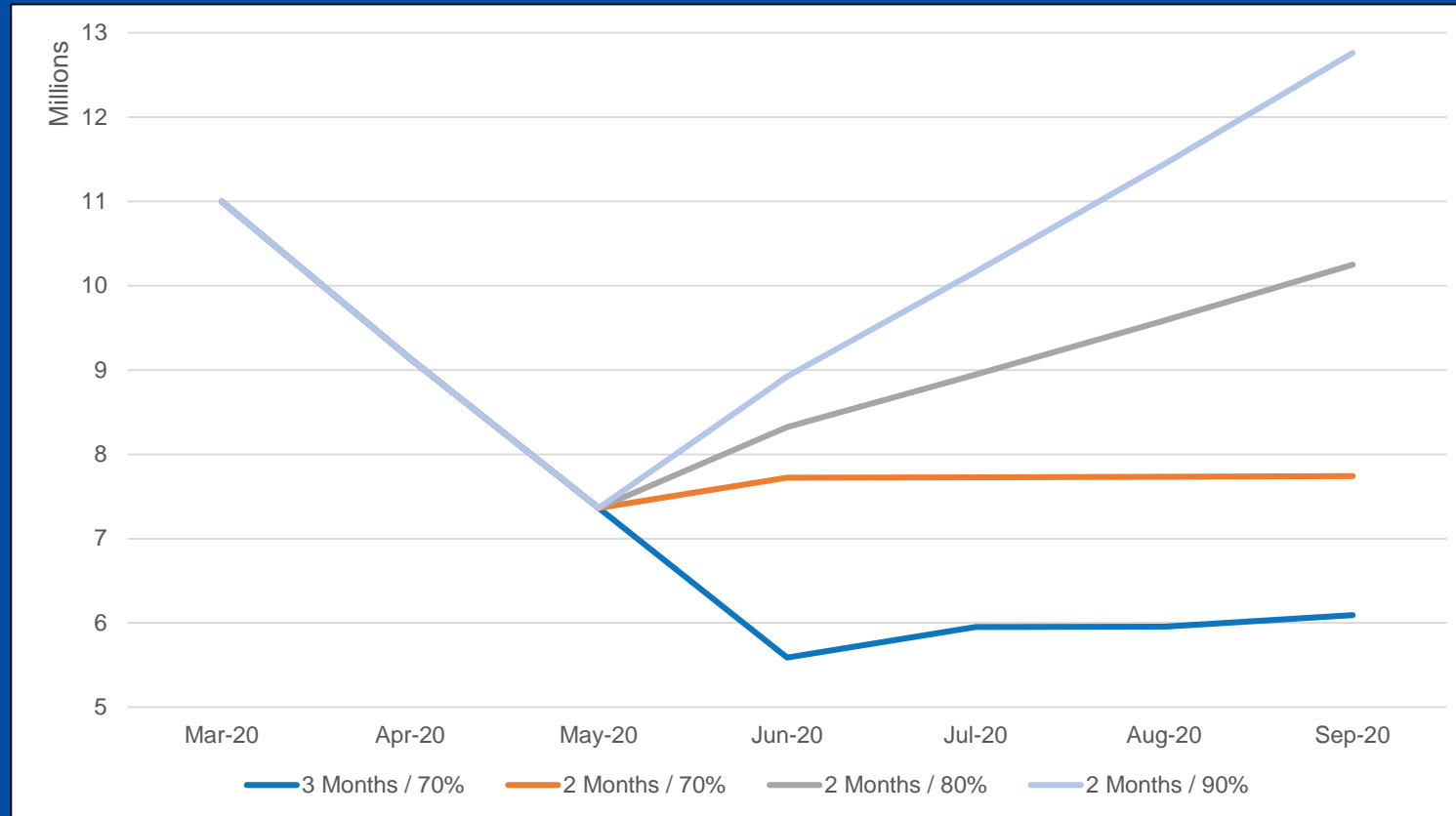
Highlights

Scenario assumes April and May shut down and cost containment, with Clubs reopening on June 1st.

Cost initiatives implemented from date of closure include:

- Cancellation of all casual shifts from the time of closure (affecting circa 800 staff);
- Non-essential permanent staff placed on either paid or unpaid leave;
- Redundancies offered for some permanent roles not required during the shutdown period;
- Reduction of over 90% of total headcount (including casual staff);
- Removal of all non-essential variable or discretionary spending; and
- Postponement of all club refurbishments and rollouts other than those committed
- Expenses are graduated from re-opening date and return to 90% of pre-closure cost base (permanent synergies and cost efficiencies achieved)
- Includes rental of \$1.9 million per month (April 2020 includes a rental abatement agreed with Related Party Landlords)

Estimated Cash Balance



Highlights

Chart depicts four scenarios around number of months the clubs are shut down and the percentage of members that return on clubs re-opening.

For Example: 3 months / 70% assumes that the clubs are shut for three months, and 70% of pre-existing members return on club re-open.

Assumptions:

- Operational expenses per above
- Committed capital works of \$600k, no other capital works until certainty of cashflows
- Revenue achieved from At-Home digital subscriptions